

Message Text

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PAGE 01 MONTRE 00718 251429Z

47

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TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0063

2. 042575

3. H. LAGASSE

4. 122 CANADA

5. MD

6(A) REPLY TO --

6(B) P. J. LAMARCHE, MARKETING DIRECTOR

6(C) HENLEX INDUSTRIES LIMITED

8245 LAFRENAIE STREET

MONTREAL, P.Q., CANADA H1P 2B1

7. TELEPHONE: (514) 326-1500

TELEX: 05-828580

8. --

9. 112

10. DESCRIPTION

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PAGE 02 MONTRE 00718 251429Z

3443337 BOILERS, SCOTCH TYPE (PACKAGE STEAM GENERATORS),

STEAM PRESSURE

3443338 BOILERS, SCOTCH TYPE (PACKAGE STEAM GENERATORS),

HOT WATER

38230XX THERMOMETERS AND GAUGES FOR HEATING, AIR CONDITIONING

AND PRECESS CONTROL, COMMERCIAL

3585XXX HUMIDIFIERS, STEAM TYPE, COMMERCIAL OR INDUSTRIAL

3585XXX HEAT RECOVERY SYSTEMS FOR AIR OR WATER SYSTEMS

35852XX UNITARY AIR CONDITIONERS, COMMERCIAL AND INDUSTRIAL

38220XX THERMOSTATS, LINE VOLTAGE, 22 AMPS RESISTANCE, ST/ST,

FOR HOUSEHOLD USE

FIRM WAS ESTABLISHED IN 1964 AND IS CANADIAN-OWNED. IT IS PRIMARILY A DISTRIBUTOR OF HEATING, AIR CONDITIONING AND POLLUTION CONTROL EQUIPMENT. IT ALSO MANUFACTURES ACCESSORIES FOR SOME OF THE LINES DISTRIBUTED. IT REPORTS ANNUAL SALES OF CANADIAN DOLLARS ONE MILLION AND HAS TWELVE EMPLOYEES. FIRM HAS AN OFFICE IN TORONTO AND SUB-AGENTS THROUGHOUT CANADA. IT IS EQUIPPED TO MARKET SOME LINES, BUT NOT ALL, THROUGHOUT CANADA. IT SERVICES COME LINES DIRECTLY AND OTHER THROUGH SUB-CONTRACTORS. FIRM NOW DISTRIBUTES BOILERS/RADIATORS FOR HYDROTHERM OF NEW JERSEY, HEAT EXCHANGERS FOR AERCO OF NEW JERSEY, ELECTRONIC AIR CLEANERS FOR FILTERLAB CORP. OF TEXAS, WATER CONDITIONERS FOR HAKO INDUSTRIES OF ILLINOIS AND FLOW CONTROL VALVES FOR GRISWOLD CONTROLS OF CALIFORNIA.

HARPER

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